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OFFICIAL PUBLICATION WOMEN IN NUMISMATICS

winning ways

It's Been The Year For Auctions

VOLUME 5 NO. 3 JULY, 1996

WIN

WOMEN IN NUMISMATICS

Organization Mailing Address:
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Irvine, CA 92604

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WINNING WAYS is a quarterly publication of Women In Numismatics. The acceptance of an ad (business or classified) does not constitute approval or endorsement by WIN. WIN claims no liability for content of business or classified ads, and all ads are accepted on a space limited basis.

Letters-to-the-Editor Policy

Letters-to-the-Editor are welcome from both members and non-members and must include your name, address and phone number.
Letters will be published in *WINNING WAYS* as space and publication deadlines permit, and are subject to Editorial discretion.
Whenever a letter is addressing a specific problem that the Board can assist in resolving, it will be forwarded to the appropriate personnel.

Feature Articles

Articles, photos and features pertaining to the numismatic industry are welcome and are subject to editorial discretion and editing.

Publication deadline dates are:

November 1.....January issue
February 15.....April issue
May 15.....July issue
August 20.....October issue

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14252 Culver, #490
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Patti Jagger

THE PRESIDENT'S PAGE

Thank you John Wilson, Central States President, for installing the new WIN officers and board members in Kansas City. Each of them were given a rose pin at the ceremony as well as outgoing President Gayle Pike. Krause Publications supplied refreshments for our general membership meeting on Saturday morning. Those who were unable to attend were given pins at a later show.

Tom Denly and Len Glazer presented a program about the history of U.S. currency in a very unique way. It resembled a debate team from the Comedy Store and was most informative and thoroughly enjoyable by all, even if it ended too quickly. It's anyone's guess if New York or Boston was ahead at the conclusion of the presentation. We hope to schedule them again in the future.

John Gulde instructed us at the June Long Beach meeting "How to start a collectible business for nothing-almost." We now know all the tricks for buying antiques and collectibles from the expert at the best price. Remember to go directly to the back of the room and be patient. John is available for further details since we ran out of time and could have listened longer. This is the only negative part of having such excellent speakers, they end too soon! Anyone who makes the effort to get up early on Saturday mornings to attend our meetings is rewarded with snacks and entertainment. What a deal, and we do encourage guests.

Helen Carmody and Dorothy Baber are actively signing up new members. It would be great if we could increase our membership by at least 50% in 1996, there is great strength in numbers.. You would be surprised how many requests we get for copies of our Journal in response to our press releases; thanks to Peggy Heffernan King and our new Publicity Director, Mary Sauvain. A gentleman in Alaska sent us $10 for a single copy regarding the double die.

How far have we come? In the last fifteen years the numismatic community has changed in so many ways. No longer is the female constituency limited to a spouse or companion sitting behind the male in the dominant position who had the sole responsibility for price or grade of the merchandise at hand. Women now have the opportunity to change and control more of our industry than most realize. All the larger bourse floors have had their control strings managed by female hands and heads: FUN, Long Beach, ANA, National Silver Dollar Convention, etc. they are there from the planning and scheduling to the unloading of convention equipment to the final doors closing after the floors are cleared. You know who they are but to jog your memory, I'll mention a few. Ruthann Brettrell, Teresa Darling, Cindy Grellman, Marlene Highfill, Glenda Koppenhaver, and our newest WIN member Andrea Neumann. A special angel, Ginger Bryan, will always be in our hearts. Be sure to say a good word to them as quickly as a criticism. Believe me, you don't want their job.

Numismatics has become a family business more than ever. I don't mean this in the traditional sense of passing down the business from father to children or having them all work together in the same shop. Some shows are geared to family fun, and the Clearwater Coin Show in July is the winner. Everyone comes family in tow, super casual dress with sand buckets and beach towels trailing. Fire works and volley ball tournaments share equal time with the bourse floor. Long Beach is an excuse for a visit to Disneyland, Sea World or Knotts Berry Farm. FUN has Disney World and Epcot and Universal Studios. ANA has tours to everything and for its members a party compliments of Krause Publications and ANA. What other business offers such a varied itinerary? Certainly not IBM or Chrysler.

More coin clubs have women board members and presidents than ever before, and

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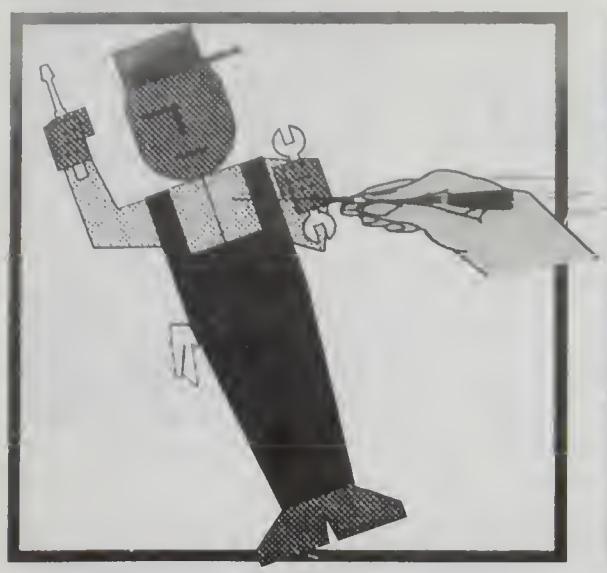

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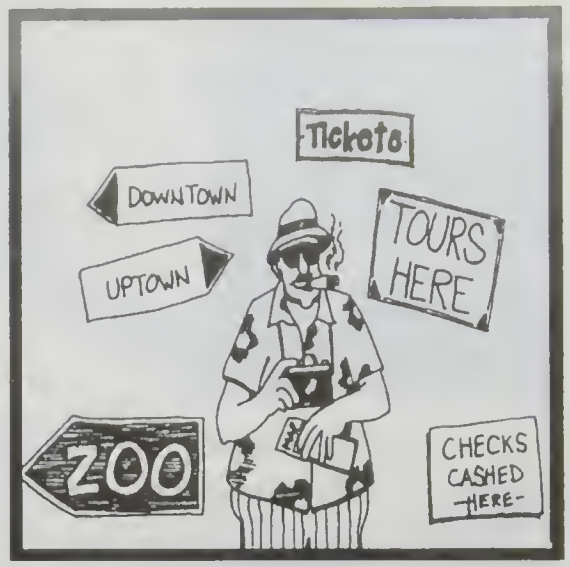

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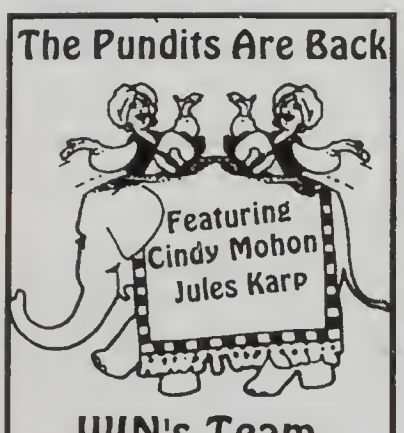

WIN's Team
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WIN Will Present It's Second Literary Award At The WIN Meeting Saturday, August 17.
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Small $'s = Big Results
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W.I.N. ANA DENVER MEETING

Saturday: 8:00 A.M. August 17, 1996..Room C-204
Speaker: John Wilson
Subject: 'J.S. G. Boggs Tastic Money Painter'
Awards: W. I. N. will present it's second Literary Award at this meeting

Super Door Prize to a lucky attendee
Check the W.I.N. table-- display case

Please join us - refreshments

Gloria Peters

Viewpoint

By Gloria Peters

The Eliasberg Auction Sampler

Numismatic history was made in May of this year with the 1st Eliasberg auction. The event was held in New York City and it was an auction few who attended will ever forget... I know we won't. You will have read about it in the numismatic newspapers long before this issue of *Winning Ways* is distributed so I won't go into the details of how much the coins sold for. However, I must relate some of the excitement. The prices realized brought very large smiles from the Bowers and Merena folks and this was conveyed to Mr. Eliasberg through gestures and nods of warm congratulations throughout the sessions. Dealers, brokers, and collectors were all there vying for almost each and every coin...each trying to get a piece of history for his or her client or a personal collection. And it was a history lesson, let there be no doubt about that. The attendees were the most sophisticated group of buyers I have ever witnessed at an auction. The attention was rapt throughout the three 5+ hour sessions as each bid was challenged by a higher bid until one victor emerged. Most bid on several selections but were fortunate to get a couple of coins. Some offered hopeful bids (if you can call 2+- times Trends hopeful), but they saved the big bucks for perhaps just one or maybe two. The one or two coins they really wanted, and the one(s) they traveled 3000 or more miles to obtain. One such man was Walt from California. Walt has a business which he said was doing pretty well and he was not going to miss this auction, even though he stayed part of the time in Connecticut with friends, rode the commuter train into Grand Central Station and walked the many blocks to the viewing tables. He was finally able to find a room in a hotel closer to the action. Good thing too. The heat wave that hit New York for a couple of days was unreal for Spring. During a break in the second session I asked him if he had gotten one of the coins he wanted. "Yes!" he said as his face broke into a wide winning smile. He had successfully bid on the one coin he really wanted...the 1799 Abbey Cent. Walt's name will be added to a distinguished pedigree for future reference. Congratulations!

Another collector I talked to was just getting back into coins. He had auctioned his collection several years ago; got his kids through college & launched. This auction was enough to bring him back on the scene. Needless to say he bought a lot of coins. One of which I wanted very bad for a customer...but 'bucks' ruled at this auction, not wishes.

We also met Bill from Pennsylvania who is a postal worker. He doesn't buy very many coins in a years time, but he wasn't going to miss this event. He is acquainted with the Joseph Wharton nickel (zinc) mining enterprises in PA and we will try to get some little known informational tid-bits for an article Cindy will be writing. Hope he got at least one coin.

A couple of well known companies dominated the high score items which is typical at every auction. But a collector who really wanted a certain coin could rip it away. Again, 'bucks' ruled the waves. The only bidders who didn't have a chance (in my opinion) were the mail bidders. Not having seen the coins, nor having a representative present to up the bids they were left out in the cold, except for a very few lots in the three evening sessions. You needed to feel the tempo and actually see the coins to stretch. Floor bids totally dominated. Overall, it was pretty amazing. This is not the Garrett era where high prices were common. This is the era where collectors read the coin sheets like they were the gospel in what a coin in a certain grade is worth...especially if it is in plastic... regardless of the real quality of the coin. Folks who attended or were represented stepped out and grabbed the brass rings. It's really hard to put a price tag on history in the making, especially when the coins were fresh and in their original purchased condition.

There is always some humor which serves as a tension breaker at any auction and this one was the best we heard. A fellow bidder leaned over and whispered to us "I wonder if the grading services will put Eliasberg Auction on the 'body bags'."

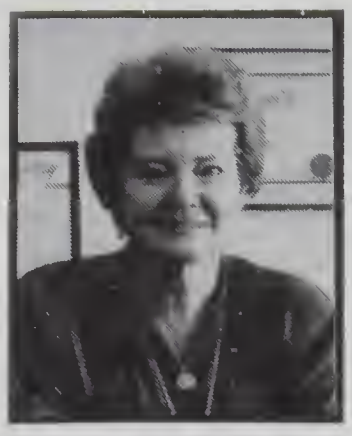
Seriously though, I would like to personally congratulate Jay Parrino of The Mint, who set numismatic history with his bid of $1,350,000 (with juice $1,485,000) for a lowly nickel.. Not gold or silver, only a lowly 5cent nickel...the 1913 Nickel. There were at least 6 or 7 other bidders, but he slammed the door on all others by stepping out and grabbing the most famous coin in the collection, and perhaps, all of numismatics. This coin has finally established her place as the no question 'Queen of Numismatics'. Jay said he wanted to make a contributution to numismatic history...and he did! Big time!

WIN FUND RAISERS
ANA CONVENTION-DENVER, CO.

Once again WIN will be selling tickets...and awarding prizes... to raise monies for the ANA Library. Tickets will be on sale at all WIN members tables plus dealers solicited.

$1 each or 6 for $5.

Dealer survival kits are available at the Denver ANA Show
Only $5 ea. from WIN members.
Funds raised go into the WIN scholarship fund.



Patricia Davis

Tracking The Market With Pat

By Patricia Davis
Centennial Coin Galleries
Torrance, CA

NO FREE LUNCH - NO FREE TRADE

We hear much about free trade but none of our trade agreements are even close to free trade or what we call an even playing field. Our present trade agreements are stacked against us, sugar-coated then sold to the public as good for consumers. They are good for consumers, as long as the bulk of society can remain consumers. The social repercussions upon our American society are hardly ever discussed. Even within sovereign borders, free or *laissez-faire* economics inevitably leads to an economy of the have and have-nots.

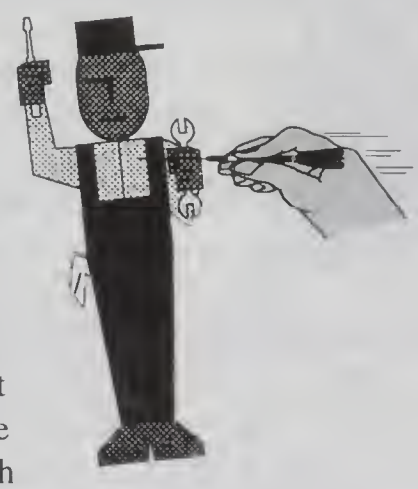
Our Founding Fathers, when they created the Constitution and formed our Republic, recognized the fact that free trade between political entities with diverse currencies and different laws did not work. The Constitution unified the states and allowed the states to become a unified trading bloc in world trade. The Constitution is a protectionist document. For over 125 years we embraced the tariff system, not only to protect our industries and economy, but also to generate 50 to 85 percent of federal revenue as America grew to world status.

According to a retired GM executive, Gus Stelzer, "Free traders suffer from a delusion that we have "free" trade within our borders, and that government has had nothing to do with imposing heavy cost burdens on U.S. industries and workers. In 1995, federal, state and local governments imposed $2.2 TRILLION in taxes on our domestic economy. These taxes constitute a tariff exceeding 45 percent of our own consumer and capital goods output. Yet we impose tariffs on imports at a lowly rate of barely 2 percent; In fact, domestic taxes are a tariff on ourselves that is 200 times greater than all the tariffs we impose on all our imports."

Where have all our manufacturing jobs gone? Where our trade agreements have sent them - blowing in the wind, finding countries that do not have all the tax, safety and environmental laws and have an exploitable labor force. This leaves, for many of our small domestic manufacturing companies, the challenge of finding a niche market in order to survive the competition from imports. Free trade has revealed itself as a devious scheme to evade American laws. The players are mostly multinational corporations.

"Consumers are best served by free trade across borders" is the free-trader's mantra. This is only true when everything else is equal. The closest we come to "all else being almost equal" is our trade with Canada. Sir James Goldsmith, in his book written before the WTO agreement, stressed that there was no such thing as free trade between unequal nations, such as Mexico and the United States. So, we Americans are being targeted as the prime consumers for the emerging nation's production. But no person or nation ever "consumed" their way to greater wealth. Consumption dissipates wealth! Has welfare transfer payments ever created a "productive" job? Unless people produce a viable product that can be sold at a profit, they cannot be consumers or savers much less taxpayers. Many Americans, who made economic strides in the last twenty years, developed an urban middle-class lifestyle. Some today, with their down-sized jobs, backed up with their credit cards, are trying to maintain that lifestyle and are slowly sinking deeper into debt.

The U.S. is loosing a large percentage of our middle class population. In the past, much of the middle class was composed of union, manufacturing and blue-collared workers. Today, this group has been drastically eliminated or down-sized and now in their place the middle class is mainly represented by college graduates. What jobs are available to the high school graduates with lower skills? Not very many. America needs to provide an economic environment that will encourage more small business firms that will hire the lower skilled workers at a decent wage.



In California, we have been invaded by more than two million illegal aliens. In Los Angeles, the county hospital reports that more than 75 percent of all births are from illegal mothers providing our country with new little Americans that will need jobs in the future. Our poorer citizens have to wait

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Tracking The Market...from page 4

weeks for medical appointments because illegals demand care and the medical facilities are overwhelmed. I spoke recently with a black gentleman from South Central Los Angeles. His son, a high school graduate, has continually been turned down for positions because he could not speak fluent Spanish. So California presents a double problem for some citizens who used to be considered a worthy candidates for jobs.

Oil prices soaring, grain prices going through the roof and world demand is increasing for commodities. Will these events be a short-term imbalance in supply and demand or will the rising prices filter into higher prices for other end-use products? If the farmers have a bumper harvest after the next planting season to off-set the growing demand, grain prices should retreat. There is no oil shortage but only political and production glitches. Only time will tell if inflation is on the horizon. When I heard the government's response to the oil problem, I had to don my rosy glasses while watching C-Span. The President also announced in his best "Government Cares" voice that they will sell 12 million barrels of oil out of our strategic petroleum reserves to alleviate the shortage. What was unusually strange was that this sale had been planned awhile back because the salt basin that holds the oil was leaking and could pollute the water supply unless the oil was drained and moved. Is this an election year or what!

How much will these 12 million barrels effect the shortfall? We use 18 million barrels or oil every day in the U.S.. Of this amount we import a bit over 9 million barrels. 12 million barrels should cover our consumption for a single summer day. Whoopee!

In the recent past we have sold oil our of our strategic reserve to lower the deficit and there are plans to sell more in the future. Maybe we will rue the unnecessarysales when King Fhad dies and Prince Abdullah ascends the Saudi throne.

As to the gold market. Belgium took advantage of the recent strength in gold to raise capital by selling a large amount of gold. Even the IMF threat of a plan to sell 140 tons hasn't knocked gold below the recent trading range. However, I think that silver will lead gold up in the next rally. With world growth and increasing demand, silver which is already in a supply deficit looks to be a good bet.

Looks like it will be a long, hot summer so plan on brewing a lot of iced tea. Forget the lazy sun tea. Black tea needs to be steeped in boiling water to kill off any bad stuff that might still be clinging onto the tea leaves. Black tea, properly prepared, has put a whole scientific team on the trail of some beneficial qualities. I have read only one report, so I feel that until more is known the findings should be treated as rumor. As you are outback watering your garden and sipping tea, try hot cinnamon and sugar toast as a perfect compliment to tea, either hot or iced. My dad introduced me to this pairing. We used to enjoy this duo while watching roller derby on T.V.. What fun! Thanks dad, I miss you.

God bless you and yours,

Pat

Announcing...

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EDUCATIONAL SEMINARS

FOR INFORMATION CALL:

Teresa Darling
714-895-2800 714-379-3274 Fax

ANA Library Restoration Fund

The prizes to be given this year by WIN at the ANA Convention in Denver, CO are:

1. **The May, 1996, Eliasberg Catalog w/ prices realized.**
2. **ANA Centennial Anthology 2 Vols.**
3. **Win's Anaheim ANA 1995 Elongated Coin Set (1 of 5).**
4. **A striking 'coin' necktie**

If you haven't purchased your tickets, they are only $1 each or 6 for $5 at the show. Available from any WIN member.

Cindy Mohon

From the Secretary's Desk

General Meeting Minutes
April 27, 1996
Central States Kansas City, MO

The meeting was called to order by President Gayle Pike at 8:10 AM. Refreshments were provided by Krause Publications for which Gayle Pike thanked both Krause and WIN's Tammi Bansemer who had done the arrangements for the refreshments. John Wilson introduced the new and re-elected officers: Patti Jagger, President; Cindy Mohon, Secretary; and Gloria Peters, Editor, and officially installed the new officers and board of directors for WIN. Patti Jagger presented each Board member with a lovely porcelain rose brooch.

Old Business:

The minutes of the last WIN meeting (Long Beach February 1996) were read and approved with one correction. The Board meeting from the previous night was summarized as follows: WIN has Bourse Survival Kits for sale at this show and will have them for future shows as a fund raising endeavor.

Board Member at Large, Peggy Heffernan-King, has resigned from Publicity and Mary Sauvain has agreed to take over that function. Peggy was thanked for having done a great job as a Board member. The membership report was provided.

Editor of *Winning Ways* was asked to report. Gloria Peters noted for the guests and members that the article on Armenian coinage had been very well received. Gloria indicated that articles on paper money are also very popular. She asked for more articles and more active ad solicitation on the part of the WIN members. The literary contest has the same judges as last year and the entries will soon be routed to them.

New Business:

Gayle Pike indicated that business cards for the officers and certain Board Members would be helpful to the editor and in conducting business. It was agreed that this was a good idea and should be explored.

Plaques were awarded to out going president, Gayle Pike, Gail Watson (who is re-elected to VicePresident), Peggy Heffernan-King (outgoing Publicity) and Barbara Sisneros (outgoing Treasurer). Thanks were expressed to all those who have worked very hard for WIN's goals and membership.

The business portion of the meeting was concluded and WIN's guest speakers were introduced. Tom Denley and Len Glazer gave an excellent lecture on the history and development of currency in the United States.

Continued on page 7

WIN's Second Literary Award

The following articles are in contention for this year'. Literary Award. The winner will be presented with a plaque and a $50 check for their literary efforts. . The judges are the same as last year, Cindy Grellman, John Highfill and Eric von Klinger. The only change for this year- as announced in the qualifying- was the editor will commencing this year award additional points (up to 5) for art work, photos and/or graphics submitted with the article. These articles are the heart of our Journal and we can never have too many submitted. It is going to be a tight race with just two judges scores in at this writing. WIN thanks to all of our contestants for considering *WINNING WAYS* and our readers.

Volume 4 No. 1 January, 1995
1. The Passing Of An Engineering Marvel--Cynthia Mohon Photos furnished by author
2. The Crazy Life Of a Coin Dealer--Gayle K. Pike
3. Dorothy Paschal A Woman Before Her Time--Dr. Thomas E. Fitzgerald

Volume 4 No. 2 April, 1995
1. United States Postage & Fractional Currency--John and Nancy Wilson. Copies of Currency furnished by authors.

Volume 4 No. 3
None

Volume 4 No. 4
1. A Survey Of The Coinage Of Cilician Armenia--Leon A. Saryan Ph.D--Maps and photos furnished by author.
2. Tracking The Market With Pat--Patricia Davis

Editor Note: This is one tough field and I'm glad someone else is judging. If you would like a copy of the score sheet so your work can be as competitive as possible, please drop your editor a note.

Change Of Address?
Please notify WIN Secretary ASAP
Cindy Mohon
14252 Culver, #490
Irvine, CA 92604

The $5 Bargain!

WIN will be selling a 'Dealer Survival Kit' at the ANA Summer Convention in Denver, CO. to help raise funds for our ANA Summer Conference Scholarship award in 1997. The 'kit' contains rubber bands, paper clips, stickers, 2x2 soft flips w/ inserts, scissors, a pen, 2 pencils w/ sharpner, stapler & staples, ruler, scotch tape, note pad, and a candy bar. All those little things we forget to pack.

Only $5

See Patti Jagger at Harlan White Rare Coins Tbl. or any WIN member.

Secretary Notes: From pg. 6

WIN General Meeting
June 1, 1996
Long Beach Convention Center, Long Beach, CA

President Patti Jagger opened the meeting at 8:10 AM. Guests and members were present and were treated to hot drinks and breakfast breads. Patti Jagger expressed WIN's appreciation to Krause and Tammi Bansemer (who made the arrangements) in behalf of the early risers who came to the meeting.

Patti welcomed the group and introduced Andrea Neumann who is the Long Beach Show Coordinator. Melissa Herron was also introduced. Andrea addressed the meeting briefly indicating that she had been appointed to the Long Beach Show Coordinator position only three months ago. She was glad to attend the WIN meeting in order to meet more of the persons in the numismatic community. This particular industry being new to Andrea she hopes to learn as she goes; and welcomes any suggestions for the betterment of the Long Beach Show.

Patti thanked Andrea and Melissa and welcomed Andrea as the newest WIN member sponsored by Helen Carmody. The minutes from the Central States Show were read and approved after Patti provided the date of the meeting which had been omitted. The Treasurer's report was called for and provided by Dorothy Baber. There was a total of $8,725.85 in the WIN treasury. The Treasurer's report was approved subject to audit. Patti then called for the Committee Reports. Gloria Peters, *Winning Ways* editor, indicated that the Literary award is on track with two of the three judges having responded. Gloria asked for well-researched articles, indicating the continued excellent response to the Armenian coinage article. Helen Carmody had praise also for the Stone Mountain article. Gloria encouraged the members to obtain more ads to help with the cost of the journal. Gloria indicated she was pleased to meet Andrea Neumann; and indicated that the two of them would have to revise the full page Long Beach ad which is carried in *Winning Ways* due to the changes in the Long Beach Show.

Patti indicated that Mary Sauvain is the new Publicity Board Member as Peggy Heffernan-King had not been able to continue in the position. As Mary is not able to attend all of the shows at which WIN has functions, information will be forwarded to her.

Patti indicated that the Bourse Survival Kits were available but there had been too little time for selling at this show; however, they will be available at the ANA.

Old Business: A copy of the revised by-laws have been typed and are to be distributed by the Secretary to the Board for final review. If they are proofed and approved, they will be distributed to new and standing members. There will be a fund-raiser sale at ANA Denver Show once again to support the repair/ restoration/ purchase of the books for the ANA library. Gloria provided some more information about WIN's request for more information about the actual number of volumes rebound in that ANA had agreed to provide some concrete feedback for the interest of those who contributed and for future publicity. Gloria stated she had received a very nice "Thank You" letter and that the pictures and precise documentation of the use of the fund would follow from Lynn Chen.

Patti indicated that the WIN Resource Center with books, catalogs and videos was available (see pg. 8). Further donations are needed. Patti is willing to deliver the items requested to any show; then the items could be returned by mail at the expense of the borrower.

Patti indicated that next general meeting will be held at ANA Saturday August 17, 1996, at 8 AM Room# C-204.

Patti Jagger called for New Business. There was none. The speaker, John Gulde, was introduced. Before the presentation began, Patti Jagger had the drawing for the door prizes which had been donated by Gayle Pike of Coin Castle Rare Coins, Memphis, TN. The winners were: Dale Snyder, Cindy Mohon, John Gulde and Dorothy Baber.

John Gulde gave a lively, humorous and informative lecture on "How to Collect Collectibles For Nothing..."Almost." The meeting was adjourned at approximately 9am.

Sincerely,
Cindy Mohon, Secretary

Donation Received

WIN thanks Cindy Grellman for her donation of $40 to WIN's general fund.

Who said auctions aren't fun?
WIN's new Secretary, Cindy Mohon, had to try out the carousel horses in Central Park, NY City between sessions.

Elongated Coin Sets

At the Long Beach Board meeting WIN decided to sell the remainder of it's elongated coin sets rather than use the sets only as prizes. The Board also decided to order another batch of elongated cents and the five (5) complete coin sets for Denver, CO ANA, 1996. You can still pick up the 1995 Anaheim set if you hurry at the bargain price of $25.00. First check or call; first served basis.

Currently we have:

1 Set 1995, ANA Anaheim-loose coins, $25 + $3.00 shipping.

The 5 (3 are not spoken for, yet) 1996 ANA Denver sets will be priced same as above...loose coins, $25.00 + $3.00 postage.

You may reserve by phone and send check to WIN via Secretary Cindy Mohon

Where am I?

I'm a very large Lincoln cent, sculpted in bronze, located on the steps of a public building within a group of public buildings. Be the first to identify the location and WIN will send you a silver commemorative medal.

Just a *small* hint. The people who use these buildings are more individualistic thinkers than many...check the comical figures at the top and bottom of the coin. Your answer can be sent to this Editor. First entry received wins!
P.S. Send in your favorite numismatic photo puzzler and we'll do this again.

The Pundits Are Back

Cindy Mohon and Jules Karp will team up and compete for WIN in ANA's sixth World Series Of Numismatics held in Denver, CO. This takes nerves of steel and lots of moxey folks, so show your appreciation and be there. Root (whooping and hollering is ok too) for our WINNER'S. It's a lot of fun!

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WIN hopes you enjoy this resource and will use it often as new selections are added. Please call the Resource Center, 619-292-0616, if additional information is required.

Tapes:

- ANA TOUR Narrated by Donn Pearlman 12 min.
- ANA THEATER-When Are Coins Fun? Collecting for kids 41 min.
- CLASSIC U.S. GOLD COINS OF THE 20th CENTURY-Narrated by John Austin. 22min.
- COMMEMORATIVE SILVER COINAGE OF 1936 w/ Brad Karoleff. 62 min.
- COUNTERFEIT DETECTION w/ Bill Fivaz 49 min.
- MONEY: HISTORY IN YOUR HANDS Narrated by James Earl Jones. 31 Min.
- PSEUDO-COINS AND CAMPAIGN CURRENCY OF THE AMERICAN SCENE OF THE 19th CENTURY w/ George M. Baude. 60 min.
- U.S. SILVER COMMEMORATIVE COINS The Larry Shepherd Collection and John Austin. 34 min.

Catalogs:

- MRI BANKERS' GUIDE TO FOREIGN CURRENCY-13th Edition.
- H.H. PINKERTON COLLECTION and other important properties. Lyn F. Knight Inc. Rosemont, II Feb. 23-25, 1996.

Books:

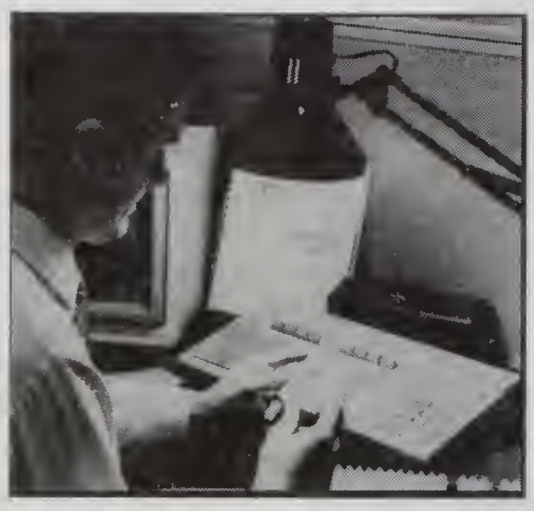
- *A DECENT BOLDNESS*-The Life Achievement of Maynard Sundman at Littleton Stamp & Coin Company by Michael O'Traynor.
- *N.C.I. GRADING GUIDE* By James L. Halperin
- *THE CHERRYPICKER'S GUIDE TO RARE DIE VARITIES* 3rd Edition. Bill Fivaz, NLG & J.T. Stanton, NLG
- *THE COMPLETE GUIDE TO SHIELD & LIBERTY HEAD NICKELS* by Gloria Peters, NLG and Cynthia Mohon
- *THE COMPREHENSIVE U.S. SILVER DOLLAR ENCYCLOPEDIA* By John W. Highfill.
- TWISTED TAILS-Sifted Fact, Fantasy and Fiction From U.S. Coin History By Robert R. Van Ryzin.
- *U.S. TYPE COINS-AN ILLUSTRATED HISTORY OF THE FEDERAL COINAGE*. By Norman Stack

Misc:

- COUNTERFEIT SERIES By Bill Fivaz An Illustrated slide presentation in photograph booklet

Mama, Let Your Children Grow Up To Be Graders and Authenticators

Rosalva Hernandez wrote an excellent article in the June 26 Metro Section of the The Orange County Register, Santa Ana, CA, entitled IN SEARCH OF FOOL'S GOLD. Essentially the article is about coin/ collectable grading- authenticating- and the personnel who's occupation is doing this tedious work. At PCGS the work place is called the 'mole hole' and for those of us who have visited the graders work area it is a perfect description. This is certainly not the occupation for those who must be supervised to the nines, nor is it for the cranky, ornery person with no sense of humor. However, if you have a terrific memory, a pleasant personality, a willingness to work with intensity, plus the curiosity of a detective it is a occupation of tremendous value to the numismatic community...and the pay isn't bad either.



Rick Montgomery, chief coin expert for Professional Coin Grading Services, examines a coin to determine its authenticity. Note: The overhead lights are normally off when grading a coin, *ie* 'the mole hole' name.

In a darkened cubicle lighted by a single incandescent bulb sits a slim man in his 30s with close -cropped brown hair. He's staring intensely at a 1926 silver nickel.

Three cubicles down, a younger, lankier man sporting an earring in his left ear and a blond pony-tail, hunches over a hockey trading card.

Across from him, a tall, gray haired man neatly dressed in a long-sleeved, pin-striped shirt and black pants peers at the fraying red album cover of a Motown singing trio.

Welcome to the "mole hole"-a narrow, windowless chamber inside a nondescript Santa Ana office complex that boasts some of the country's top detectors of counterfeit coins, trading cards and other collectibles.

They look more like aging college grad students with their jeans, sneakers and casual cotton-knit shirts than shrewd, sharp-eyed authenticators whose expertise commands salaries of $10,000 to $25,000 a month.

But their uncanny mix of science and instinct help determine whether a collector has latched onto a gold mine or simply been left holding the bag.

A dummied coin? A glance through a jeweler's monocle and the shadowless light of an incandescent bulb reveal the minute irregularities in the engraving. A duped sports card? A fingertip run along the ridge picks up the feel of a paste-on copy. A suspiciously well-buffed LP ? A soft breath and the glint of light reveal dozens of tiny needle scratches.

"All collectibles can be faked," said David Hall, head of Professional Coin Grading Services. "Even a longtime dealer can be fooled. I vividly remember a woman explaining to me as I'm appraising her coins that she had purchased them for $35,000. I had to tell her they were worth only $3,500 and watch the tears stream down her face. I thought, 'There's got to be a way to stop this. ' "

Hall founded the business (PCGS) in 1986. Its primary function was to grade coins--rate them on a standard scale and assign a value to them. The first step in that process, however, is determining authenticity --deciding whether a coin or other collectible is genuine.

While grading a collectible for its value is a controversial art-the business was cited in 1990 by the Federal Trade Commission and asked to stop overstating its ability to provide consistency in grading -- the authentication side of the business is much more cut and dried. Something is either genuine or it isn't.

Rick Montgomery, PCGS's head coin authenticator, is considered by the American Numismatic Association and other dealers and collectors to be one of the top half-dozen coin-fraud detectors in the business. He is trained in analyzing coin metals for color, the lettering of the coin for irregularities in print styles, and the histories of each coin to determine its unique characteristics. The thought of handling sometimes millions of dollars worth of rare coins in a day hardly makes him blink.

"You learn to treat a $2 coin the same way as a $1 million coin," said the Irvine resident, 34, as he took a break outside the mole hole--dubbed that for the darkened interior, which is designed to ward off distracting light. "You're grading it for value and determining whether it is authentic. To that collector, his $2 coin may mean as much as the other guy's million-dollar coin, so you have to treat it the same way too."

The challenge lies in spotting the forged or altered coin--about 50 in every 35,000, he said. Some are easy--like the gold coins of the 18th century. Forgers typically buff the face of the coin to a dull shine, not realizing the coin's authenticity lies in a sharp, mirror-like reflection.

Others are a real challenge. Like the time he spotted a 1926 Buffalo nickel with an irregular "D" mint mark on the face. Montgomery knew the shape of the mark rendered, it a forgery, but the surface was so smooth and melded so easily with the rest of the nickel he was stumped as to how it had come to be there.

"Then I looked at the side," Montgomery said, his face lit by a grin at the memory. "It was smooth too, but there was

just a hint of discoloration. Then I realized the guy had peeled apart the two layers of the coin and embossed the mint mark from the inside. Now that was a good try."

Some forgeries are so well done, they become collector's items themselves.

Michael Baker of Los Alamitos, the company's leading sports-card expert, said he's been offered $1,000 for a forged 1986-87 Fleer Michael Jordan rookie card he spotted as a novice authenticator in 1991--the year the company started its sports-card division. "It was so well-done, people were just buying it up even though it was marked questionable," said Baker of other copies of the card.

Michael Baker examines a sports card to judge its authenticity as some of his colleagues work inthe dimly lighted 'mole hole' in Santa Ana.

What gave it away was the computer-matrix printing of the player's stats on the back--the percentage symbol had the holes filled in instead of showing crisp, clear zeros.

Baker recently spotted a fake card of Pittsburgh Penguins forward Mario Lemieux by studying the team's logo printed on the upper-right corner. There was a circle marking the bottom of the skate where a pinpoint should have been.

"That card would have been worth $800, if it was real," Baker said." Now, it's worthless."

For Gordon Wrubel, the challenge is different. He helped Hall co-found PCGS and the corporation's newest venture, which scrutinizes rare records.

Growing up in a Detroit suburb, Wrubel became hooked on the Motown sound, R&B and the blues. Although coins primarily drew Wrubel's attention, prompting him to become a full-time dealer in 1974, his love of music was never far behind.

After he and Hall launched their coin- and card-grading service, it was only logical to try and do the same with their vast collection of records.

But most of the business is still in U.S. coins, 99 percent of which are authentic.

More apparent are alterations to real coins in an attempt to improve their value, said J.P. Martin, numismatist and head authenticator for the American Numismatist Association.

"Alterations are taking a real coin and adding a mint mark or altering another part of the coin to change its value," Martin said. "There are coins who escape even the best dealers."

That's because most dealers are not trained in dye classifications, mint-mark lettering styles and U.S. mint histories.

To forestall any loss of the valuable collectibles that pass through the business each day, the company has installed a complex security system. A handpicked armed security force led by retired Long Beach police officer John Finn protects the area where graders and sealers handle millions of dollars in collectibles every day. They run a metal detector over trash and anything else leaving the area.

A series of computer-locked doors and cameras keeps strangers at bay, while a stringent inventory of sealing packages and individual code numbers prevent unofficial duplicates from flooding the market. Each coin and card can pass through a dozen hands in the course of a day--from receiving clerk, to grader to sealer--but each must log the time and date of handling.

"Our reputation has to be unquestioned," Hall said.

Editor Note: David Hall's statement "Our reputation has to be unquestioned," must also echo the sentiments of all authentication services. The integrity of numismatics relies on the top quality personnel who perform this unique service for our industry.

WIN hopes this glimpse into professional authentication and grading has been enlightening. We would like to have more articles on the various occupations within numismatics that benefit the hobbyist and industry. Send us your stories with a few photos. They needn't have been printed previously. Thanks.

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EUREKA

By Patti Jagger

Somewhere on earth, when the planet was young, a yellow glint of metal first caught the eye of a human being-perhaps a flake shining in a then unnamed European river, or a nugget uncovered by the wind in the soil of the South African Rand, or a piece of ore loosed by erosion in the Rockies, Urals or Andes mountains. Imagine this prehistoric as the first unknowing prospector full of curiosity holding it in his hands, turning it over and over, reflecting its golden hue in the sunlight. Was this the first case of "gold fever" or was it merely dropped back to the earth and left as the search for food or shelter continued? Few things have acquired such as unique place in history and lore as gold.

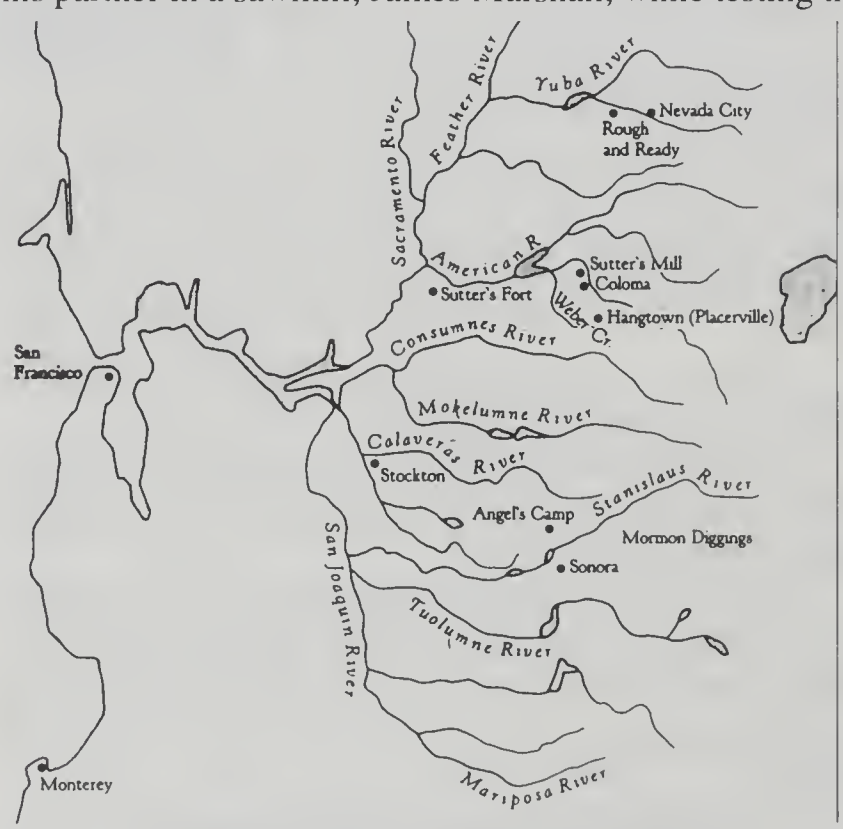
The word itself evokes tremendous passion in us and has been responsible for art and culture works on the creative side. But the reverse half has seen war, murder and tragedy to its credit. From the golden casket of a lesser pharaoh King Tut to a 9 1/2 lb. gold and jeweled chalice of Mrs. Meriweather Post or a petrified Pompeiian corpse clutching his small bag of gold coins to his death, all were affected with their own case of gold fever. No other metal in human history has left as passionate a trail or variety of emotions.

Gold is mentioned in the Bible many times starting with Genesis 2:11 describing a golden city. The ten commandments were carried throughout history in a golden box with angels on the lid named the Ark of the Covenant. It disappeared long ago but many scholars insist on its existence today, believing it has wondrous powers bestowed on the owner. Most religions have had gold play an important role in the personification of its deities or their areas of display for worship. Certainly only the most precious metal would be considered adequate for the gods themselves if the worshipper wished to be favored.

Egyptian pharaohs traded their gold with the Land of Punt for incense and other exotic products, King Solomon traded with Ophir for gold. If the ancient monarchs couldn't trade for gold, they most certainly would conquer for it. Greece conquered Troy, the Romans ravaged Spain, the Spaniards overran Mexico and Peru and Coronado grew old marching through the American southwest in search of the Seven Cities of Gold, which he never found. Sir Francis Drake traveled around the watery globe looking for the Spanish galleons with cargoes of gold to procure for the crown on board his ship, the Golden Hind.

"Gold Fever" reached epidemic proportions in America in 1848 because of a water-mill repair. John Augustus Sutter, an emigrant from Switzerland, was stranded in 1839 at the bay in Yerba Buena and moved about 150 miles inland to start a trading post. "Sutters Fort" became the first stopping place for those who had braved desert and plains to get to California from the Eastern United States, even though Sutter had named it "New Helvetia." By 1848, Colonel Fremont had declared California free from Mexico, the U.S. flag was flying in San Francisco, and Mexico deeded Upper California and New Mexico to the U.S. in exchange for $15,000,000. It proved to be a bad deal for Mexico since the existence of gold was discovered six months before at Sutters Fort. Maybe the Mexican government didn't know, or just perhaps they didn't realize its importance. Regardless, the ever expanding new United States would be the benefactor of this monumental discovery in its newest acquisition of land.

Sutter erected a water-mill at the convergence of the American and Sacramento Rivers and the winter-spring torrents of 1848 had damaged the raceway severely. In January, his partner in a sawmill, James Marshall, while testing the



Major gold mining locations in California

repairs, found a yellowish object in one of the low spots. "I reached my hand down and picked it up. It made my heart thump, for I was certain it was gold" he later wrote. "The piece was half the size and shape of a pea. Then I saw another piece in the water. After taking it out, I sat down and I began to think right hard." Since he was not a geologist, Marshall could not differentiate between gold and pyrite, so he decided to hammer the piece in an effort to break it. When it didn't break apart under the pounding, he thought it must

be the real thing. James gathered up several more pieces and an to tell the other workers who in turn found many more in the raceway. The most deciding test was performed by a woman; the camp cook, Jennie Wimmer. A native of Georgia, Jennie had seen gold mined and tested back home. She dropped the piece into a pot of boiling water laced with lye and left it on the fire for a full day and night. When she removed the piece from the mixture, neither the heat nor the acid had any effect on the gold. This meant the gold was being carried by the South Fork down to the American River via the winter rains. Marshall immediately saddled his horse and rode in the midst of a storm to tell his partner the new. Alone in the study, the two men unfolded the handkerchief and did an Archimedean test for specific gravity on the piece. Piling it one side of the scale and balancing the other side with silver, they dipped the scales in water. The yellow side went down immediately, the final test proof positive. However, neither was thrilled about their find, since the area of the raceway was not included in the claimed area of Sutters Fort, but in Coloma. If the news leaked out, most of his workers would leave to mine for themselves and strangers would have no respect for property lines or his sawmill. The very existence of New Helvetia would be at stake. Sutter went to Coloma himself and asked his men to stay until the sawmill was complete and to keep his secret. The mill opened on March 11 but the men couldn't stay silent as long. They began prospecting in their spare time and kept it to themselves. Soon they began to disappear, along with the hands from the fort as well as strangers from Monterey and San Francisco. These were followed by others from lower California and even Mexico.

Officials from the new California government, anxious to impress the rest of the country, relayed the story to Washington. On December 5, 1848, President James K. Polk referred to the discovery in his annual message to Congress. If there was anyone who had not heard the news by then, it surely triggered the world's greatest gold rush. Now the Golden Fleece was in everyone's reach. This was not pipedream, but a realistic opportunity for all to become rich and successful if they could only get to California in time. And come they did. El Dorado (the golden land) became the second name for the state itself and the area of the American. Today the area itself is El Dorado County.

The major routes from the east coast to California

Some came the longest route around Cape Horn; about 17,000 miles from Boston to San Francisco, via Tierra del Fuego, through the Straits of Magellan and northward in the Pacific Ocean. The voyage lasted five months and the seasickness and monotony were included at no additional cost. This was the most familiar route and only seasoned captains guided the ships, some even competed for the shortest record time. In 1851 the Flying Cloud made the trip in 89 days. The second route was sea and land, and was the most imperiled. One went by ship to the Isthmus of Panama, crossed the land on foot and then continued on by ship to San Francisco. More people died taking this route than any other. The thick jungle, insect infected swamps, heavy rain, humid air, poor food, yellow fever, dysentery, cholera and guides who were in no hurry all contributed to a traveler's nightmare. Still they came with "gold fever" pushing them on with dreams of riches and glory. So many complained about these conditions, that 50 years later the Panama Canal became a reality linking the East and West.

The most colorful and classical route was by land directly across the continent itself. The official starting point was Independence, Missouri. More aptly named than most leaving there imagined, one had to be almost totally independent of civilization as they had come to know it. They journeyed on foot, horseback and in covered wagons, carrying along everything they believed to be important in the goldfields. Un fortunately most of it proved useless and could be found left along the way by a following expedition. One traveler, James Sink, estimated in an abandoned part of the Humboldt Sink to have found about $100,000 worth of such abandoned treasures.

Sarah Royce of New York who made the trek with her husband and baby daughter later wrote her recollections for her son, Harvard philosopher Josiah Royce, when he was collecting material for his history of California. Her account

Continued on page 17

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Travel Tips

"Vacation is a time for fun and relaxation. Don't let yours be ruined by crime. Follow the crime prevention tips below."

Before leaving secure your home!

• Have good locks on all doors and windows, AND USE THEM! Engrave your valuables with your California driver's license number (preceded by "CA") and post Operation I.D. stickers in entry doors and windows. Never leave your house key hidden outside under a doormat, in a flower pot, or on the ledge of a door.

• Make your house appear "lived in." Use timers for lights and radios. Have a neighbor or friend pick up mail, packages and newspapers, and keep the lawns mowed and watered. Leave your trip plans and an emergency phone number with trusted neighbors or friends.

On the road

• Never carry large amounts of cash; use traveler's checks. If you must carry large sums of money, do not display it openly.

• Keep a record of traveler's check numbers and your credit card numbers in a safe place. Have the telephone numbers to call in case your checks or credit cards are lost or stolen.

• Be aware of your surroundings and never advertise your plans to strangers; this includes travel routes and the amount of cash you are carrying.

• Do not stop to offer help to a stranded motorist. Go to the nearest phone booth and call for assistance.

• If you suspect someone is following you, drive to the nearest service station, restaurant or business and call the police or sheriff's department. If you believe it is unsafe to get out of your can, honk your horn and flash your lights to draw attention.

• If your car breaks down, raise the hood and attach a white cloth to the car antenna. If someone stops to help, it is advisable that you stay in your locked car and ask them to call the police or a garage. If you must abandon your car, keep all passengers together.

Car security

• Always lock your car when entering or leaving it.

• Park in well-lighted, busy areas.

• Check the back seat before getting into your car.

• Mark your car radio and other removable car equipment with your California driver's license number (preceded by "CA") for identification.

• Always lock valuables out of sight, preferably in the trunk. Always carry wallets, checkbooks and purses with you.

• Do not advertise that you are a tourist. Place maps and travel brochures in the glove compartment.

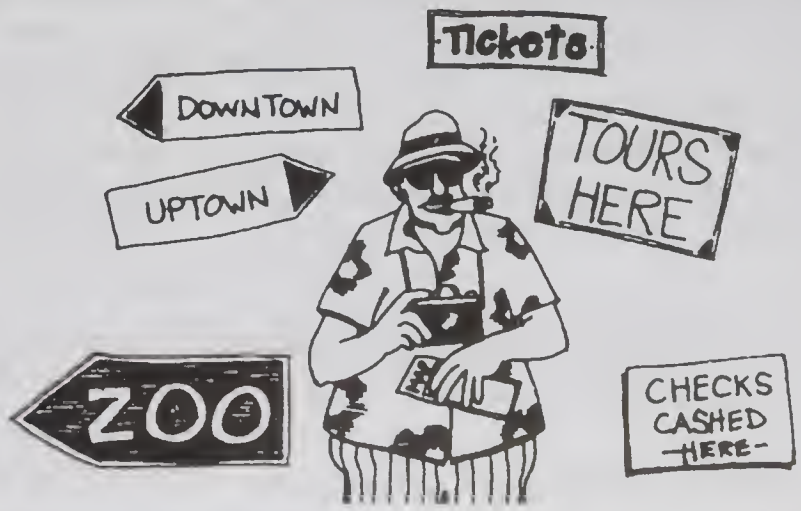
Sightseeing

Remember: Planning reduces your chance of becoming the victim of a crime.

• Ask for directions at a hotel/motel on how to get to those attractions you want to visit.

• Select tour guides carefully.

• Ask if there are any areas in town you should avoid. Stick



Continued on page 15

Travel Tips...from page 14

to well-lighted main streets and public areas.

• Looking lost (stopping and looking at addresses or staring at street signs) may make you look like an easy target for crime. If you do get lost, find an open business and ask for directions.

• Only carry with you the cash you will need, and only small denominations.

• If older children go off separately, be sure they understand the importance of keeping track of time and returning promptly at appointed hours.

• Always lock valuables out of sight, preferably in the trunk. Always carry wallets, checkbooks and purses with you.

• Do not advertise that you are a tourist. Place maps and travel brochures in the glove compartment.

Hotel & motel security

When staying overnight at a hotel or motel, remember the following:

• Determine the most direct route to and from your room, to the fire escapes, elevators, and nearest phone.

• When occupying or leaving your room, use all auxiliary locking devices on doors and windows. (You may want to purchase a portable door lock for traveling.)

• Use the door viewer to identify anyone requesting entry. Open the door only if you are certain the person has a legitimate reason to enter your room. If in doubt, call the hotel/motel office.

• Unpack and place belongings in the closet and dresser. Arrange your things so you'll know if anything is missing.

• Consider locking any electrical appliances (blow dryers, electric shavers, etc.) in your luggage. (Suitcases should always be locked so they cannot be used to carry your property out of your room.)

• Never leave money, checks, credit cards or car keys in the room. Take them with you.

• Place extra cash, expensive jewelry or other valuables (furs, gems, gold, or silver) in the hotel/motel safe.

• Report any lost or stolen items to the hotel/motel management and to the police.

• Report to the management any suspicious movements in the corridors or rooms. Remember--the only way to stop crime is to get involved in crime prevention.

Have a great time!

A Good (True) Travel Story

An award should go to the United Airlines gate agent in Denver, Colorado, USA, for being smart and funny and making her point when confronted with an angry passenger:

During the final days at Denver's old Stapleton airport, a crowded United Airlines flight was canceled.

A single agent was re-booking a long line of inconvenienced travelers. Suddenly an angry passenger pushed his way to the desk. He slapped his ticket down on the counter and said, "I HAVE to be on this flight and it has to be FIRST CLASS."

The agent replied, "I'm sorry sir. I'll be happy to try to help you, but I've got to help these folks first, and I'm sure we'll be able to work something out."

The passenger was unimpressed. He asked loudly, so that the passengers behind him could hear, "Do you have any idea who I am?"

Without hesitating, the gate agent smiled and grabbed her public address microphone. "May I have your attention please?" she began, her voice bellowing throughout the terminal. "We have a passenger here at the gate WHO DOES NOT KNOW WHO HE IS. If anyone can help him find his identity, please come to the gate."

With the folks behind him in line laughing hysterically, the man glared at the United agent, gritted his teeth and swore "(Expletive) you."

Without flinching, she smiled and said, "I'm sorry, sir, but you'll have to stand in line for that, too."

The crowd applauded -- and the errors of United were forgotten in a moment of almost universal bliss.

□ □ □

The Interoperability Report. Ole J. Jacobsen, Editor & Publisher, ConneXions

THE BIBLIOPHILE

By Ken Bressett

The History of the Armenian People.

By Jacques de Morgan.

The October, 1995 issue of *Winning Ways* was, in my opinion, the best ever. I commented to Gloria Peters that it seemed as if the magazine came of age with that issue. WIN has entered the 'big league' with its articles of significant numismatic value, and the quality of presentation. Helping to make this a reality was the fine article on Armenian coins by Dr. Leon Saryan.

Unless I miss my guess, there were probably many readers who had never before been exposed to the intriguing specialty of Armenian coins. They are by no means common, and are often overlooked even by collectors of medieval or world coins. If for any reason you failed to read Dr. Saryan's article I urge you to go back and enjoy his superb presentation.

In this article you will learn about the coinage of this unique country during the period of King Levon (around AD 1200) and on through the next 100 years. It's a rather brief period of time in the numismatic sense, and very few coin types were issued. That is what makes the series relatively easy to understand and collect. The challenge comes in when you begin to learn the scope of minor varieties that is part of this series.

Don't let the language barrier stop you from enjoying these coins. Good books like the encyclopedic *Coinage of Cilician Armenia* by Paul Z. Bedoukian will guide you through all aspects of designs, denominations, inscriptions and varieties. Prices, too/ should be no hindrance. Many of these coins are very reasonably priced because they have not been discovered by the masses of collectors.

Ken Bressett

I first became interested in the coinage of Cilician Armenia about thirty years ago after reading a captivating book by Jacques de Morgan titled *The History of the Armenian People From Remotest Times to the Present Day*. That may seem like an unusual way for a collector to get acquainted with a new numismatic specialty, but this is an exceptional book. I am reviewing it here because it is one of my all-time favorite books, and because it was not included as a reference in Dr. Saryan's article. I would not want anyone to miss out on it if you have any interest in this series.

Morgan's history of Armenia is just that. A straight-forward account of the ancient people who formed the country that collection of old and new coins of Armenia and the surrounding region would give an account of events ranging over the past 2,500 years.

That, in a sense, is precisely what de Morgan does in this book. He combines the history of this region with all of the coins that have been made and used there. Whenever possible the coins are used to illustrate an event, person or place that is significant to the history of Armenia. It is a teaching technique that would go well with almost any history book, and de Morgan has done it in great style.

Coins of the Byzantine empire, the Crusaders, and Georgians are discussed in detail, along with stories of the kings who issued all of the pieces described in Saryan's article on the Cilician coins. The history of these coins is alluring, and the history of the country no less fascinating.

I do not know if this book is still in print. It should be. The original publisher was Hairenik Assoc., Inc. Boston Massachusetts. 1965. Library of Congress Catalog Card No. 65-28075.

Numis Mania
Questions

1. What is the term for a pinched off, narrow, sometimes almost razor-like edge created when a counterfeiter makes an "error" coin?
2. What is the difference between the 1876 Coronet Head Type Double Eagle and the 1877?
3. Which commemorative coin was unconstitutional due to its sectarian character although duly authorized by an Act of Congress?
4. What church is allegedly the oldest Protestant church building still in use for worship in the United States?
5. How can a grader tell the difference between die polishing lines and hairline scratches.
6. Which Barber Type 1892-1916 quarter has the lowest mintage, regular issue, all varieties?
7. How does a uncirculated coin reflect light?
8. How many known Varieties are there on the back of the 1935-D $1 Silver Certificates, small bill?

Answers can be found on page 21

Presidents Page... from page 1

more are the owner of the local coin shop not just the bookkeeper or counter help.

Cindy Mohon and Gloria Peters are the latest additions to the nationally recognized numismatic authors. The Directors of the Treasury, Mary Ellen Withrow, Donna Pope, former U.S. Mint Director and Elvira Clain Steffanelli, Director of Numismatics for the Smithsonaian are well known and respected by all. Best of all, all these mentioned have been members of WIN, quite impressive company we keep.

None of this would have been possible, however, without some understanding and support from a small army of wonderful men whose alliance made this all a reality. Maybe they felt sorry for us or maybe they got tired of listening to our complaints, or just maybe they need us as much as we need them. So grab your gray and blue sheets, pack up those Numismatic News and Coin world papers and go to work making this your best year ever for yourself and our coin industry.

See you on the bourse floor,

Patti

WIN Journal Missing?

WIN sold one of it's two (2) complete sets of the *Winning Ways* Journal recently to a collector . At Long Beach your Board decided to sell all but Vol. I No.I back issues at $3.25 each . A couple of Vol. I No.I 's are available at $4.25 each.

Now would be a good time to check your set for missing copies. Write to your editor, include check, for the issue (s) needed. First check, first served.

Please include postage : $3.00 (more than one issue). $1.10 for a single copy.

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Eureka...from page 12

is one of the most authentic we have since she was a perceptive woman who kept a pilgrim's diary in a most accurate format. Sarah tells of lurching across Iowa in a covered wagon through intense dust, rain and mud to Council Bluffs on the Missouri River, and then being ferried across to join a wagon train for safety to cross the Great Plains. She described the ravages of cholera on the Elkhorn River and the perilous shifting sands of the Platte River. Beyond Salt Lake City, the trio missed a turn and had to retrace their steps over a wasteland resembling the surface of the moon, passing one derelict prairie schooner after another. She wrote, "We seem to be the last, feeble, struggling band at the rear of a routed army." They finally reached the Sierras and were escorted by a relief company of men employed by the government over the mountains into California. The most ironic thing was the Royces were not trekking west for gold, but in pursuit of other business opportunities. Josiah Royce's dedication in his book reads: "To My Mother, a California Pioneer of 1849."

• • •

Press Release: Long Beach Coin & Collectibles Expo Recap

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With the May 30th - June 2nd Long Beach Expo behind us, I would like to take a moment to thank all of our attendees and supporters for making this show possible. We have introduced a number of new changes to give the EXPO a "face-lift", such as the decorating, new & expanded collectibles sections, etc. These face-lifts were warmly received and we hope to continue to improve our efforts as we grow. The show itself was very busy, even referred to as "hectic" by many attendees. We certainly never experienced a dull moment. I was kept on my toes and learning something new every day. As a new-comer to the world of numismatics and collectibles I felt be wondered at the amount of energy and excitement this show and other coin and collectibles shows create. With the amount of publicity received for this show referring to our features of the 1913 Liberty Nickel and the Western theme, we managed to bring in dealers and collectors from around the world. For instance, the Gold Strike Inn, official Expo sponsor, managed to completely sell out of tokens!

The auctions, meetings and lectures all seemed to have been very productive. I personally attended the WIN meeting on Saturday morning with the invitation of Helen Carmody and found it quite educative. The meeting's speaker, Mr. Gulde, was humorous yet innovative in his talk outlining the search for collectibles and how to get the deal you're looking for. As I am certain, the WIN group has publicized, these meetings are not for women only and a definite advantage to attend for all. I want to thank Patty Jagger and Helen Carmody, long-time supporters of the Expo, for their help in making this show a success.

Andrea Neumann-Show Coordinator

Do not forget to jot down the dates for the upcoming September 19 - 22, 1996 show. Hotel reservations should be made as soon as possible to secure rooms. The cut-off date is August 29, 1996. If you need additional information about the show please send correspondence to: Long Beach Coin & Collectibles Expo, 1103 State Street, Santa Barbara, CA 93101. Phone (805) 962-9939, FAX (805) 963-0827.

Press Release

Ancient Coin Collecting lifts the veil off the ancients market for beginning collectors

Throughout history coins have been a type of newspaper of the day, announcing the rise of political leaders, the winning of great victories, and the artistic triumphs of a variety of cultures. The oldest of these coins, dated before A.D. 500, are known as ancient coins and are steadily becoming more popular collectibles among those who enjoy numismatics. But getting started in this area is difficult to many collectors who are dealing for the first time with strange names, places, and alphabets.

Now a new book from Krause Publications provides collectors with an easy way to begin their journey into the world of ancients by acquiring a basic understanding of their politics, history, mythology, and astrology and how it affected the minting and design of their coins.

Written by Wayne G. Sayles, founder of "The Celator," a monthly magazine for ancient-coin collectors, *Ancient Coin Collecting* is organized in an easy-to-follow format that novice collectors will enjoy. The 200-page, hard-cover volume (6 inches by 9 inches) contains more than 200 photos and 25 tables and charts that help collectors identify coins and interpret images and legends on the coins.

Sections in this comprehensive book include:

- information on ancient cultures
- the history of ancient-coin collecting
- finding ancient coins and ancient-coin collectors
- buying and selling ancient coins
- identifying ancient coins
- collecting ancient coins
- storing coins
- determining authenticity
- grading ancient coins
- numismatic literature to aid collectors
- a listing of clubs, associations, coin shows, and numismatic conventions

"One of the obstacles to collecting coins from antiquity is that the beginner often finds it difficult to obtain information about the hobby, still less about the coins themselves," Sayles says in the preface to *Ancient Coin Collecting*. "David R. Sear, author of the now famous guides to ancient coins and their values, once remarked that ancient coin collectors suffer from 'the Robinson Crusoe syndrome.' That is, they often feel alone on a vast and uncharted island. The purpose of this book ... is to help the newcomer discover, like Robinson Crusoe, a set of footprints in the sand.

"This is not a guide to attribution, but it will introduce you to the process of attributing coins from each major series. It is not a price list, but it will show you how and where to obtain information about ancient coins and current market values. It is not a scientific study of ancient metals, but it should help you to understand how ancient coins were made and how that knowledge can help you to judge authenticity. It is not an encyclopedia of ancient history, but it may help you to understand the relationships between ancient civilizations and to focus your collecting interest in a sensible way. It certainly is not an investment guide, but hopefully it will help you to understand the ancient coin market and prepare you or your heirs for the eventuality of liquidation."

Sayles' love of ancient coins began in the bazaar of Adana, Turkey, in 1967 when he bought a bronze follis of the Byzantine emperor Maurice Tiberius (A.D. 582-602). Although he didn't know what the coin was at the time, that treasure opened a new world of interest that led to a professional career in the field of ancient numismatics. Sayles eventually returned to Wisconsin where he earned a graduate degree in art history, specializing in ancient coins as works of art. Shortly thereafter he began publishing "The Celator." Eager to share his enthusiasm for ancient coins, Sayles compiled this book to show collectors how economical, uncomplicated, and interesting ancient coins can be and to introduce antiquity and its numismatic legacy in a way that anyone can understand and enjoy.

Ancient Coin Collecting can be purchased from numismatic book dealers or directly from the publisher for $24.95 plus $3.25 shipping for the first book and $2 for each additional book ordered.

WIN Officer Installation

WIN's 1996 Officers and Board of Directors were sworn in at the Central States Show in St. Louis, MO by John Wilson, President of the Central States Numismatic Society and a ANA Board of Governors member. Patti Jagger, in-coming president, presented all WIN board members and Gayle Pike, out-going president, a beautiful ceramic rose pin.

Left: Past President Gayle Pike observes the swearing in ceremony as Patti Jagger, the new WIN President; Cindy Mohon, WIN Secretary; and Gloria Peters, Editor take the oath of office given by John Wilson.

Past President Gayle Pike presents Patti Jagger with a WIN plaque for service to the organization as WIN secretary.

ANA Report On Library Donation-1995

Editor: At WIN's request ANA's Librarian, Lynn Chen, provided this descriptive report listing what the monies raised and donated by WIN were able to provide in assistance to one of our hobbies most important resources. Those who contributed to this fund can be especially proud.

Lynn Chen, ANA Librarian

Gloria Peters, Winning Ways Editor
14252 Culver, #490
Irvine, CA 92714
June 3, 1996

Dear Ms Peters:

Thank you for the WIN donation of $375.00 toward the Library Fund for rebinding and repair of books. This is my report:

1. The U.S. Mint Report is an important source for research. Due to its poor shape, we asked the bindery to use extra care in handling the fragile paper, preserving the original cover, and the (marbled) end paper. 7 volumes rebound (1880 out on loan). The cost is 35.00 each ($245.00).

1880 (not in photo) 1896 1903
1887 1897 1905 (2 copies)

2. Three special items. The cost averages $50.00 each ($150.00).

British Museum catalog of Roman Imperial Coinage, volume 1. The covers were lost, some pages loose. I asked the bindery to restore the original spine so it will match the whole set.

Die Munzen des Hauses Schwarzburg, 1904 (Clain-Stefanelli #9581). A basic reference on German state coinage. The book has long been out of print. Mr. Knepper, ANA member, donated us a photocopy, but in 8-1/2 x 11 inch sheets. The bindery hand-trimmed the pages and bind it.

A Description of the Medals of Washington...by Snowden, 1861. The book was once badly damaged (see wet marks). Some pages were stuck together. The bindery did a good job to separate the pages, resew and rebind it.

Di Chen (husband) kindly took the photos. You are welcome to use any of them. Thank you.

Sincerely,

Lynn Chen
Librarian

cc: Robert J. Leuver, Executive Director

Books on left side are too fragile to be repaired.
Books on right all sport new bindings courtesy of WIN donation.

Marbled end paper bound into new covers (Mint Director Reports)

WIN's Donation To The ANA Library Restoration Fund

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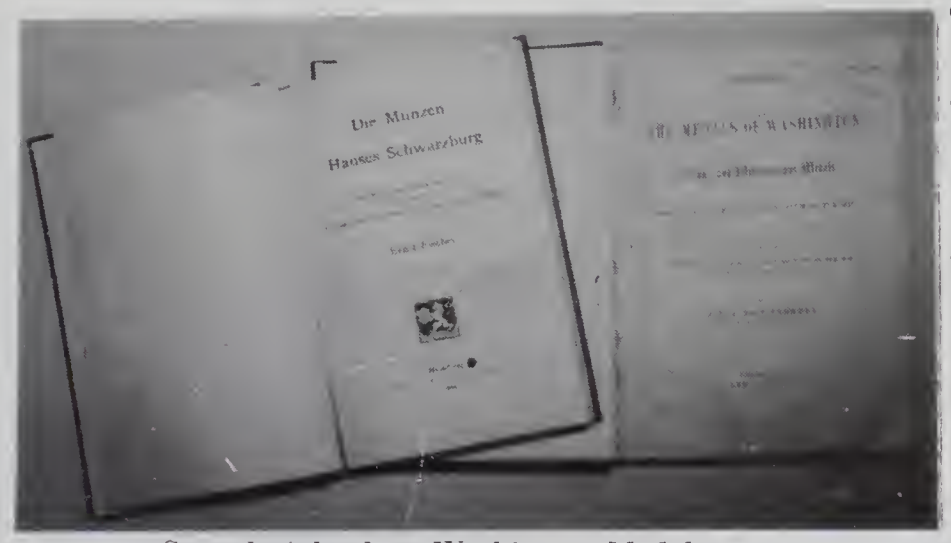

Snowden's book on Washington Medals

Three special items rebound by WIN donations

WIN is very pleased to have been able to assist the ANA Library in maintaining it's books for all hobbyists and numismatists to enjoy now, and in the future. WIN will continue to raise funds once a year, through our members by mail, and at the ANA Summer Conference...this year to be held in Denver, CO.

As we go to press we have received, in the mail, donations from 19 members/businesses for this worthy cause for a total of $186. Tickets for the WIN drawing held at the Summer Convention are sent to members and advertisers along with their April issue of *Winning Ways*. Many more tickets will be sold at the upcoming Convention and we hope the Library will be able to purchase new volumes in the future along with repairing and rebinding books .

If, perchance, you haven't gotten around to sending in your tickets, with a check, it is never too late. Funds received will go to the Library Restoration Fund regardless of when received. WIN will also send you a small token gift of appreciation (WIN elongated cents, one each, '94, '95 and '96), if your donation is too late to participate in the drawing at the Denver Convention.

WIN hopes the photos provided by Lynn, and her husband Di, will motivate your involvement if you have not done so already.

The prizes to be given this year at the ANA Convention in Denver, CO are:

1. The May, 1996, Eliasberg Auction Catalog w/ prices realized.
2. ANA Centennial Anthology 2 Vols.
3. Win's Anaheim ANA 1995 Elongated Coin Set (1 of 5).
4. A super 'coin' necktie

Donations Received As Of July1, 1996

Centennial Coins-Patricia Davis
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The Coin Shop
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J.T. Stanton
Bowers & Merena
Littleton Coins -David Sundman
The Vault
Barbara Sisneros-Wiloughby Coins
Nancy & John Wilson
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Numis Mania

Answers from page 17

1. Collapsed edge.
2. Denomination is spelled out--TWENTY DOLLARS-- on the latter issue.
3. Huguenot-Walloon.
4. Old Swedes Church depicted on the Delaware com memorative coin's reverse.
5. Die polishing lines are raised; hairlines are incused.
6. 1913-S, (40,000) minted).
7. In a circular pattern.
8. Two

WIN

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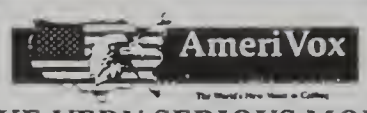

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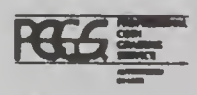

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